

GENERAL SERVICES ADMINISTRATION  
FEDERAL SUPPLY SERVICE  
AUTHORIZED FEDERAL SUPPLY SCHEDULE PRICELIST

On-line access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order are available through GSA Advantage!, a menu-driven database system. The Internet address of GSA Advantage! is [GSAAdvantage.gov](http://GSAAdvantage.gov)

PROFESSIONAL SERVICES SCHEDULE (PSS)  
FEDERAL SUPPLY GROUP: 00CORP

Contract Number: GS10F0483X  
Including Modification YKUJ47NT, dated August 1, 2016

For more information on ordering from Federal Supply Schedules click on the FSS Schedules button at [fss.gsa.gov](http://fss.gsa.gov)

Contract Period: September 27, 2011 to September 26, 2021

Contractor:

Turning Point Associates, LLC  
1427 Mt Tricia Ave  
West Covina, CA 91791  
(626) 430-7506

Contract Administration Point of Contact:

Brian Jobst  
(626) 430-7506  
[jobstb@earthlink.net](mailto:jobstb@earthlink.net)

Business Size: Small

## PROFESSIONAL SERVICES SCHEDULE (PSS)

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## CUSTOMER INFORMATION

### 1a. Awarded Special Item Numbers

SIN C874-1 Integrated Consulting Services

## SIN C874-1RC Disaster and Recovery

### 1b. Lowest Unit Price

See Hourly Rates (1c)

### 1c. Hourly Rates

As indicated below

Labor Category	9/27/16 to 9/26/17	9/27/17 to 9/26/18	9/27/18 to 9/26/19	9/27/19 to 9/26/20	9/27/20 to 9/26/21
Principal Consultant	\$257.39	\$262.28	\$267.26	\$272.34	\$277.52
Subject Matter Expert	\$257.39	\$262.28	\$267.26	\$272.34	\$277.52
Consultant	\$228.80	\$233.15	\$237.58	\$242.09	\$246.69

The contractor acknowledges the Service Contract Act (SCA) is applicable to this contract as it applies to the entire PSS Schedule and all services provided. While no specific labor categories have been identified as being subject to SCA due to exemptions for professional employees (FAR 22.1101, 22.1102 and 29 CFR 541.300), this contract still maintains the provisions and protections for SCA eligible labor categories. If and/or when the contract adds SCA labor categories/employees to the contract through the modification process, the contractor must inform the Contracting Officer and establish a SCA matrix identifying the GSA labor category titles, the occupational code, SCA labor category titles and the applicable wage determination number. Failure to do so may result in cancellation of the contract.

## PRINCIPAL CONSULTANT

**Education and Experience Requirements:** Experience of 15 or more years and a Bachelor's degree or higher, preferably in business or a related field. Experience required in devising, directing and leading strategies and work that reduces costs, cuts bureaucracy, or improves the effectiveness of public or private sector organizations such as diagnostic assessments, performance measurement and benchmarking, process redesign, strategic planning, or situation specific solutions development. Advice and counsel provided demonstrates substantial work experience and keen insight. Demonstrated experience working with agency heads, directors or other senior management. Possesses excellent interpersonal, and written and verbal communication skills. Requires very limited direction and oversight.

### Functional Responsibilities:

- Typically responsible for a single or otherwise focused improvement, solution or support effort for the client. Works independently or manages a limited number of other consultants or other personnel.

- Exhibits mastery of commonly accepted consulting tools, methods and techniques.
- Performs analytical, improvement and other consulting work with or without the utilization of a Director.
- Provides executive coaching to agency heads, directors or other senior management on the development and implementation of improvement, solution or support engagements.
- Delivers approaches and performs work that is uniquely tailored to the specific needs and culture of the client.
- Designs and performs studies, analyses or reports which are necessary to successfully meet customer's needs.
- Designs, organizes, leads and conducts workshops or working sessions for senior management for improvement, solution or support efforts that require wide spread change or support.
- Performs limited policy planning and analysis.
- Monitors customer feedback and provides advice and counsel on a broad range of issues related to the engagement.
- Gives lectures, speeches, or writes articles based on work performed. Obtains client approval in advance of doing so.

## **SUBJECT MATTER EXPERT**

**Education and Experience Requirements:** Experience of 15 or more years and a Bachelor's degree or higher, in the field for which the expertise is required. Typically this is a scientist, engineer or other technical discipline (e.g., assessment management, geologist, operations) that may perform data gathering, interpretation, validation, analyses or other work for an engagement that requires such expertise. A Subject Matter Expert is used in support of mission-oriented business consulting on an as needed basis. Must be held in high regard by peers familiar with his/her work and expertise. Advice and counsel provided demonstrates substantial work experience and keen insight. Demonstrated experience working collaboratively.

### **Functional Responsibilities:**

- In support of management or business improvement, solution or support efforts performs as a subject matter expert to solve issues in technical areas such as science, engineering, operations or logistics.
- Collaborate with Directors, Principal Consultants, Consultants, Analysts and/or the customer to determine specific technical needs and requirements within the expert area.
- Provide expert analyses, advice and counsel with the expert area including performing or overseeing task execution.
- Conduct site visits, investigations, or studies to gather or validate information within the expert area.
- Work under the direction of a Director or Principal Consultant.
- Delivers approaches and performs work that is uniquely tailored to the specific needs and culture of the client.

- Participates in workshops or working sessions for client personnel to provide assistance within the expert area.
- Monitors customer feedback and ensures senior most consultant for the engagement is made aware of it.
- Within the expert area assist in the development of lectures, speeches, or articles based on work performed.

## CONSULTANT

**Education and Experience Requirements:** Experience of 10 or more years and a Bachelor's degree or higher, preferably in business or a related field. Experience required in devising and implementing strategies and work that reduces costs, cuts bureaucracy, or improves the effectiveness of public or private sector organizations such as diagnostic assessments, performance measurement and benchmarking, process redesign, strategic planning, or situation specific solutions development. Advice and counsel provided demonstrates considerable work experience and sound insight. Demonstrated experience working with personnel over a wide range of levels up to mid-management. Possesses very good interpersonal, and written and verbal communication skills. Requires limited direction and oversight.

### Functional Responsibilities:

- Typically responsible for a single or otherwise focused improvement, solution or support effort for the client. Works independently or with limited number of other consultants or other personnel, but typically does not manage them.
- Exhibits competency in the use commonly accepted consulting tools, methods and techniques.
- Performs analytical, improvement and other consulting work with or without the utilization of a Director or Principal Consultant depending on the nature of the engagement.
- Provides coaching up to midlevel management on the development and implementation of improvement, solution or support engagements.
- Develops approaches and performs work that is uniquely tailored to the specific needs and culture of the client.
- Assists in designing and performs studies, analyses or reports which are necessary to successfully meet customer's needs.
- Assists in designing, organizing, and conducting of workshops or working sessions for improvement, solution or support efforts that require wide spread change or support.
- Performs limited policy analysis.
- Monitors customer feedback and provides advice and counsel on a range of issues related to the engagement.
- Assists in developing lectures, speeches, or articles based on work performed.

2. Maximum Order \$1,000,000

3. Minimum Order \$100

4. Geographic	Coverage Worldwide
5. Points for Production	Various
6. Discount from List Price	Prices shown are net prices
7. Quantity Discounts	Not Applicable
8. Prompt Payment Terms	0% - 30 days from receipt of invoice
9a. Government Credit Card	Below micropurchase threshold accepted
9b. Government Credit Card	Above micropurchase threshold accepted
10. Foreign Items	Not Applicable
11a. Time of Delivery	Specified in each task order
11b. Expedited Delivery	Specified in each task order
11c. Overnight and 2-day Delivery	Specified in each task order
11d. Urgent Requirements	Specified in each task order
12. F.O.B. Points	Specified in each task order
13. Ordering Address	Turning Point Associates, LLC 1427 Mt. Tricia Ave West Covina, CA 91791
14. Payment Address	Turning Point Associates, LLC 1427 Mt. Tricia Ave West Covina, CA 91791
15. Warranty Provisions	Not Applicable
16. Export Packing Charges	Not Applicable
17. Terms and Conditions of Government Credit Card Acceptance	See #9 Above
18. Terms and Conditions for Rental, Maintenance And Repair	Not Applicable
19. Terms and Conditions of Installation	Not Applicable
20. Terms and Conditions of Repair Parts	Not Applicable

20s. Terms and Conditions of Any Other Services	Not Applicable
21. List of Service and Distribution Points	Not Applicable
22. List of Participating Dealers	Not Applicable
23. Preventative Maintenance	Not Applicable
24. Year 2000 Compliant	Not Applicable
24a. Environmental Attributes	Not Applicable
24b. Section 508 compliance	Not Applicable
25. Data Universal Number System (DUNS) Number	091277173
26. Turning Point Associates, LLC is in the Central Contractor Registration (CCR) Database	
27. Uncompensated Overtime	Not utilized

## Our Firm

Turning Point Associates, LLC has been providing consulting services to the public and private sectors since 1999. Our clients trust us with their most critical challenges in diagnostic assessments and operational improvement, performance measurement and benchmarking, strategic planning, business case development and evaluation, studies and analyses, lessons learned and post mortem investigations, situation specific audits and evaluations, solution development, change management, policy development and modification, management coaching, project and program planning assistance, problem solving, and expert advice and counsel.

Our work is performed by well trained and highly experienced personnel. Turning Point's primary measure of success is customer satisfaction and was recently ranked in the top of service providers. We deliver advice, information, and solutions that make a difference.

## Government Service Offerings PSS Contract GS10F0483X

### SIN C874-1 Integrated Consulting Services

Turning Point provides its services to the federal government through the Professional Services Schedule (PSS), Special Item Number (SIN) C874-1. These services encompass consulting services to improve performance and meet mission goals. Also includes Disaster and Recovery Services.

Task orders and staffing are negotiated on an individual basis. Contact Brian Jobst at (626) 430-7506 or [jobstb@earthlink.net](mailto:jobstb@earthlink.net)